



Dyncorp International Inc.

Mc Lean, VA United States

Also trades as:

This company is covered by Adam Anderson.



From advertising and airlines to television to staffing, Adam Anderson has covered a wide variety of industries at Hoover's since 2004.

Company Description

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<http://www.dyn-intl.com>

DynCorp International (DI) works behind the scenes to support military and diplomatic efforts on front lines. A US national security contractor, the company supports the US departments of [State](#) and [Defense](#) by providing linguist services and international police force training, especially in Afghanistan and Iraq. It provides turnkey solutions for post-conflict countries to rebuild infrastructure, install utilities/telecommunications, provide security, transport equipment, and remove/dismantle weapons. It also constructs barracks, hangars, and provides aircraft repairs and service.

Geographic Reach

DI recruits, trains, and deploys civilian peacekeepers and police trainers to roughly 35 countries (including Afghanistan, Bosnia, Haiti, and Iraq) for the [Department of State](#). The company serves US military and allies throughout Europe, the Middle East, the Pacific Rim, Africa, and the US.

Operations

The company operates through two segments. DynLogistics (34% of revenue) provides a range of support services including conventional and contingency logistics; operations and maintenance support; platform modification and upgrades; supply chain management; training; security; and full-spectrum intelligence mission support services.

Its DynAviation (66%) segment provides maintenance services of aircraft fleet and ground vehicles, including logistics support on aircraft and aerial firefighting services, weapons systems, and related support equipment to government agencies. The segment also provides foreign assistance programs to help foreign governments improve their ability to develop and implement national programs to prevent the production, trafficking, and abuse of illicit drugs.

Sales and Marketing

The company counts the [US Agency for International Development](#) (USAID) as a leading customer, along with foreign governments, commercial customers, and other US agencies and government departments. About 93% of DI's business is generated by government contracts; the majority of the company's revenues are generated by projects in the Middle East.

Strategy

The fact that the company is a US government contractor puts it at the mercy of defense budgets and policies set by the current administration and by the US Congress. Government contracts -- some of which are referred to as IDIQ (indefinite quantity type) contracts -- may be cancelled or modified for the convenience of the government. Moreover, such contracts are subject to competitive bidding, and DI faces a host of strong competitors. More than 75% of the company's contracts are considered IDIQ.

For the same reasons the company may find itself at a disadvantage conducting business in contractual fashion, it may also reap the benefits of such a process. Because the company provides more labor-related services than it does products, DI practices flexible staffing, which means it hires staff per contract. If the contract is cancelled, then the employees are let go or reassigned, which keeps the company's costs and overhead down; there are no separation costs related to the terminations. Also the types of services DI provides do not generally require capital investment in fixed assets, and its contract mix is such that, if equipment is purchased, it can be used on multiple projects.

In 2016 DI entered into a \$321 million contract to support the [US Army](#)'s Intelligence and Security Command (INSCOM) G4 Worldwide Logistics Support program, which has four one-year options. The company will provide multi-disciplined engineering, facilities, and logistics support for Army INSCOM and the Intelligence Community at multiple locations worldwide.

Company Background

The company got its beginnings in 1946 from two companies: Land-Air and California Eastern Airways. In mid-2010 DI was acquired by Delta Tucker Holdings, an affiliate of private investment firm Cerberus for an estimated \$1.5 billion.

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Rankings

[#987 in FORTUNE 1000 \(June 2016\)](#)

Key Information

D-U-N-S Number	615335804
Location Type	Headquarters
Subsidiary Status	Yes
Company Type	Subsidiary
Ultimate Parent	Cerberus Capital Management, L.P.
Ultimate Parent D-U-N-S	014784388
Immediate Parent	Delta Tucker Holdings, Inc.
Immediate Parent D-U-N-S	963404731

Plant/Facility Size (sq. ft.) (actual)	79,035
Owns/Rents	Rents
Accountant	Deloitte & Touche LLP
Employees (All Sites)	22,000
Employees (This Site)	119
1-Year Employee Growth	0.0%
Year of Founding	2004
Primary Industry	Surveillance, Investigation & Security Consulting Services
Primary SIC Code	87410000: Management services
Primary NAICS Code	561110: Office Administrative Services
Latitude/Longitude	38.922426/-77.211263
Minority Owned/Women Owned	No

Key Financials

Fiscal Year-End	December
Annual Sales (Estimated)	\$1.90B
Prescreen Score	Low Risk

People

Title	Name	Compensation
Chairman	James Geisler Age : 49	
CEO	Lewis Von Thaer	
President	Chris Bernhardt	
CFO	Bill Kansky	
Information Technology Manager	THOMAS CHALABI	

Title	Name	Compensation
Accounts Payable	Brandi Gregg	
Marketing Manager	Heather Laudo	
Management Information Systems Director	Kerr McMaster-brown	
Vice President, Marketing Training and Intelligence Solution	Timothy Hannigan	

Board Members

Title	Name	Compensation
Chairman	James Geisler	
	Age : 49	

Products and Operation

2015 Sales		
	\$ mil.	% of total
United States	658.6	34
Afghanistan	648.1	34
Middle East	407.5	21
Other Americas	76.7	4
Europe	70.5	4
Asia-Pacific	29.4	1
Other	32.4	2
Total	1,923.2	100

2015 Sales		
	\$ mil.	% of total
DynAviation	1,276.2	66
DynLogistics	647.2	34

Other	(0.2)	-
Total	1,923.2	100

Selected Services

Aviation

- Aircraft modifications
- Aircrew services
- Airfield management, communications, and navigation equipment
- Airlift
- Avionics upgrades
- Cockpit and fuselage redesign
- Construction
- Depot support
- Engineering design
- Fleet management
- IT installation
- Logistics support
- Maintenance
- Security

Contingency operations

- Disaster readiness and response (peacekeeping support, recovery operations, firefighting)
- Infrastructure engineering and management (construction, telecom, electrical power, hazardous waste management)
- Personnel, equipment, and materiel transport
- Transportation (aircraft, heavy equipment, air traffic control management, vehicles and heavy equipment)
- Weapons removal

Infrastructure

- Aviation hangars and aprons
- Barracks
- Ranges
- Utilities

Intelligence

- Intelligence training (through joint venture with Phoenix Training Center)
- Training (law enforcement, counterintelligence, and special operations)
- Translation (Global Linguist Solutions, a joint venture with McNeil Technologies)

International development

- Conflict management and recovery
- Health issues
- Post-conflict and transition programs

Land systems

- Armor replacement
- Fleet maintenance
- Ground vehicle maintenance
- HVAC installation

Logistics

- Large-scale military deployments

Training and mentoring

- Base security
- Convoy planning
- Emergency response support (operations centers, response forces, global monitoring, continuity of operations)

Explosives detection (using dogs)
 Global security systems (design, installation/construction, operation, and training)
 Guard services
 International police training and support
 Personnel and perimeter security
 Threat assessment
 Workforce organization and deployment

Industry Information

[Business Services Sector*](#)
[Surveillance, Investigation & Security Consulting Services \(primary\)*](#)
[Security Guard Services*](#)
[Security System Services*](#)
[Consumer Services*](#)
[Electronic Equipment Repair Services*](#)
[Education Sector*](#)
[Education & Training Services*](#)
[Professional Services Sector*](#)
[Architectural & Engineering Services*](#)
[Engineering Services*](#)
[Transportation Services Sector*](#)
[Airport Operations*](#)
[Aircraft Maintenance & Repair*](#)
[Warehousing & Storage*](#)

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Denotes In-depth Industry Insight by First Research

Competitors

Company	Gross Revenue	Net Profit Margin	Net Operating Cash Flow
Academi	\$62.18M	--	--
AECOM	\$17,410.83M	0.55%	\$814.16M
Albors & Associates	\$7.10M	--	--
CH2M HILL	\$5,408.27M	--	--
Computer Sciences Corp.	\$7,106.00M	(1.11%)	\$802.00M
DECO	\$126.67M	--	--
Eagle Support Services	\$40.16M	--	--
Fluor	\$18,114.05M	0.87%	\$849.13M
G4S	\$10,173.71M	0.12%	\$419.52M
General Dynamics	\$31,469.00M	9.45%	\$2,499.00M

Company	Gross Revenue	Net Profit Margin	Net Operating Cash Flow
Honeywell International	\$38,581.00M	12.47%	\$5,454.00M
IAP Worldwide Services	\$546.73M	--	--
ITT Corp.	\$2,485.60M	7.93%	\$229.70M
KBR (Top Competitor)	\$5,096.00M	1.64%	\$47.00M
L-3 Communications (Top Competitor)	\$10,466.00M	3.68%	\$1,042.00M
Lockheed Martin (Top Competitor)	\$46,132.00M	10.48%	\$5,101.00M
Mission Essential Personnel	\$66.51M	--	--
Northrop Grumman	\$23,526.00M	8.96%	\$2,162.00M
Raytheon Intelligence, Information and Services	\$5,500.00M	--	--
Securitas	\$9,630.44M	3.01%	\$408.62M
Serco	\$4,709.58M	(4.80%)	\$(0.15M)
TLC	\$12.17M	--	--
Triple Canopy	\$86.95M	--	--
United Technologies	\$56,098.00M	12.87%	\$6,698.00M
UPS Supply Chain Solutions	\$1,370.38M	--	--

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